VMware GSX Server Helps Commerce One Reduce Training Center Costs by 80 Percent

Commerce One Saved $250,000 Using VMware GSX Server to Build and Run European Training Center Facility

KEY SUCCESSES

- Enabled cost-effective training center for enterprise applications
- VMware™ GSX Server™ "paid for itself" in three weeks
- Saved $250,000 at the Sophia Antipolis, France training facility
- Created new revenue opportunity for Commerce One
- Eliminated need for IT support staff at remote facilities
- Increased classroom utilization because "reset" times are minimized
- Decreased courseware development and testing cycles

Business Internet Company Seeks to Open Up New Opportunities and Meet European Training Demands

Commerce One wanted to meet global demand for its training programs on a wide range of Commerce One enterprise applications. The company sought to build an environment where students could create a fully functional, end-to-end, collaborative Web service environment.

Decreasing the initial hardware investment was critical to getting the go-ahead to build the Commerce One training center in Sophia Antipolis, France. The company sought a solution to:

- Create a new revenue opportunity by building a remote training center.
- Reduce hardware costs by consolidating training lab machines.
- Reduce maintenance costs and eliminate the need for additional IT staff.
- Speed deployment of new curriculum to improve the classroom experience.

VMware GSX Server Reduces Both Hardware Requirements and Management Overhead

Commerce One implemented VMware GSX Server as the platform for its training facility. The ability to consolidate several applications on the same box meant the facility could be built with a lot less hardware. According to Drew Coughlin, Technical Solutions Manager at Commerce One, "VMware software has allowed us to provide hands-on, instructor-led training in locations where before it was financially prohibitive."

Designed for departmental and enterprise servers, VMware GSX Server was a good match for Commerce One's requirements. Specifically, Commerce One found VMware GSX Server brought the following benefits:

- **Cost savings through hardware consolidation.** Commerce One found that it could run six virtual machines with its enterprise applications on a dual-processor machine. This greatly reduced the amount of hardware needed for the training facility.
- **Reduced management overhead.** The remote facility does not require additional dedicated IT support staff since the VMware GSX Server virtual machines are remotely managed and updated.
- **Quicker development cycles.** The training development team also gained an advantage. They are able to create, test and stage new courseware at a faster pace using VMware software.

> **"Using VMware GSX Server we reduced costs by 80 percent — an approximate savings of $250,000 at one facility alone."-**
>
> *Drew Coughlin*
> *Technical Solutions Manager, Commerce One*

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VMWARE GSX SERVER AT WORK

- Six virtual machines per classroom workstation
- 17 Compaq EVO W8000 dual processor workstations
- Microsoft® Windows® 2000 host operating system
- Windows 2000 Server guest operating systems
- Applications include:
  - Commerce One enterprise applications
  - Microsoft SQL Server
  - Netscape LDAP Directory Server
  - Macromedia JRun Server
  - Progress SonicMQ Java messaging server

Commerce One Implements VMware GSX Server at European Training Facility and Throughout Training System

The Commerce One European training center has 17 high-powered workstations. A design goal for the training center was to have these machines be self-contained to simplify the center's architecture and reduced costs. One exact replica of the lab configuration is kept at Commerce One's headquarters in Pleasanton, California, as the master copy for maintenance and staging updates.

Coughlin's team first prototyped the solution: "We constructed a proof-of-concept using VMware Workstation, but we chose VMware GSX Server because of the additional manageability features and performance." The stand-alone training system is based on a dual processor Compaq EVO W8000 workstation with 2GB of RAM running VMware GSX Server for Windows, which the team uses to run up to six virtual machines simultaneously.

Most maintenance and minor updates are done remotely. Major updates occur every 6 to 8 months. Each machine is updated with 32GB of new virtual machines on hard disks that are shipped to the training facility. "Copying over virtual machines is pretty straightforward," said Coughlin.

Drew Coughlin summarized: "The initial environment was deployed at our training and support facility in Sophia Antipolis, France in October 2001 and it paid for itself within three weeks. Since then, we have converted environments in Pleasanton to realize additional cost savings and further expand our ability to offer both internal and external training. We also use the solution to ship a complete training system to customer locations. Cost savings are realized through hardware consolidation, reduced support costs, and shortened training development cycles."

Visit Commerce One on the Web at www.commerceone.com

COMMERCE ONE®

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